

November 3, 2021

# IMAP advises physiotherapy and rehabilitation equipment and device company Enraf-Nonius on its sale to Zimmer MedizinSysteme GmbH

IMAP is pleased to announce that Zimmer MedizinSysteme GmbH (“Zimmer”), a leading European manufacturer of physiotherapy systems, innovative cardiologic products, diagnostic products and aesthetic products, has acquired Enraf-Nonius.

Enraf-Nonius, founded in 1925 in the Netherlands, is a market leader in physiotherapy and rehabilitation equipment and devices. The company’s product division designs, develops, manufactures and sells physiotherapy and rehabilitation equipment to customers globally. It is known for its high-quality and innovative products, perfectly designed for the end-customer. Core product categories include electrotherapy equipment, treatment tables, and medical fitness and rehabilitation equipment. Domestically, the company sells to end-users such as health centers, hospitals and therapists. Internationally, it sells its products through its global distribution network to 130+ countries.

Zimmer, the German market leader in physical therapy, and world market leader in cold therapy for aesthetic medicine, is present in Germany and has more than 120 medical product consultants, selling its products in 80+ countries worldwide. It places great emphasis on research and development, fueled by practical relevance and scientific foundation.

The IMAP Netherlands team, led by Ian Bussey, Abel Spohr and Zheng Yang exclusively advised the shareholders of Enraf Nonius and supported them in preparing, negotiating and successfully closing the transaction.

Len de Jong, CEO of Enraf-Nonius, commented: *“The cooperation with IMAP has been a very beneficial experience for us; they have guided us through the whole process in a very open and supporting way. I have been impressed by their extremely professional and very flexible approach, which ensured the best end-result for all parties involved. Their perseverance, personal involvement and deal creativity provided an extra dimension, enabling us to close this transaction successfully. I am extremely grateful to them.”*



**Ian Bussey**  
Partner  
IMAP Netherlands  
ibussey@imap.nl

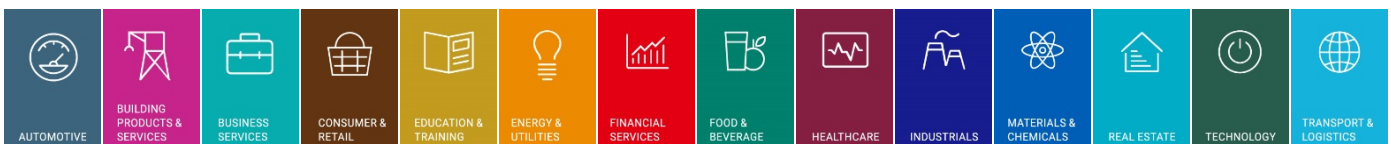


**Abel Spohr**  
Consultant  
IMAP Netherlands  
aspohr@imap.nl



**Zheng Yang**  
Analyst  
IMAP Netherlands  
zyang@imap.nl

For more information on IMAP transactions visit [www.imap.com](http://www.imap.com)



IMAP is an International Mergers and Acquisitions Partnership, with 450 M&A professionals and a presence in 43 countries. IMAP has closed over 2,100 transactions valued at \$105 billion in the last 10 years and is consistently ranked among the world’s top ten M&A advisors for mid-market transactions (Refinitiv). IMAP advises primarily mid-sized companies and their shareholders on sales and acquisitions globally, providing clients with entrepreneurial, unbiased advice and successfully helping them achieve their objectives.